

NAPA CELLULAR TELEPHONE COMPANY  
398 Tesconi Court  
Santa Rosa, CA 95401

Schedule Cal. P. U. C. No. 4-T  
81st Rev. Cal. P. U. C. Sheet No. 1  
Cancelling 80th Rev. Cal. P. U. C. Sheet No. 1

CELLULAR RADIO TELECOMMUNICATIONS SERVICE (RETAIL)  
LIST OF EFFECTIVE SHEETS

| <u>Sheet</u> | <u>Number of Revision</u> |     |
|--------------|---------------------------|-----|
| Title        | 1st                       |     |
| 1            | 81st                      | (T) |
| 1-1          | 4th                       | (T) |
| 2            | 27th                      |     |
| 3            | 1st                       |     |
| 4            | 9th                       |     |
| 4-1          | 1st                       |     |
| 5            | 5th                       |     |
| 6            | 11th                      |     |
| 6-1          | 6th                       |     |
| 6-1.1        | 1st                       |     |
| 6-2          | 5th                       |     |
| 6-2.1        | 4th                       |     |
| 6-2.2        | Original                  |     |
| 6-2.3        | 1st                       |     |
| 6-2.4        | Original                  |     |
| 6-2.5        | 1st                       |     |
| 6-2.5.1      | 1st                       |     |
| 6-2.5.2      | Original                  |     |
| 6-2.6        | 4th                       |     |
| 6-2.7        | 3rd                       |     |
| 6-2.7.1      | 3rd                       |     |
| 6-2.8        | 4th                       |     |
| 6-2.8.1      | 3rd                       |     |
| 6-2.9        | 6th                       |     |
| 6-2.9.1      | 5th                       |     |
| 6-2.10       | 6th                       |     |
| 6-2.10.1     | 5th                       |     |
| 6-2.11       | 6th                       |     |
| 6-2.11.1     | 5th                       |     |
| 6-2.11.2     | 1st                       |     |
| 6-2.12       | 1st                       |     |
| 6-2.13       | 1st                       |     |
| 6-2.14       | Original                  |     |
| 6-2.15       | Original                  |     |
| 6-2.16       | Original                  |     |

Advice Letter No. 120  
Decision No.  
U-3016-C

Issued by  
Sue Swenson  
President - CEO

Date Filed \_\_\_\_\_  
Effective \_\_\_\_\_  
Resolution No. \_\_\_\_\_

NAPA CELLULAR TELEPHONE COMPANY  
398 Tesconi Court  
Santa Rosa, CA 95401

Schedule Cal. P.U.C. No. 4-T  
4th Rev. Cal. P.U.C. Sheet No. 1-1  
Cancelling 3rd Rev. Cal. P.U.C. Sheet No. 1-1

CELLULAR RADIO TELECOMMUNICATIONS SERVICE (RETAIL)  
LIST OF EFFECTIVE SHEETS

| <u>Sheet</u> | <u>Number of Revision</u> |     |
|--------------|---------------------------|-----|
| 6-3          | 7th                       |     |
| 6-4          | 9th                       |     |
| 6-5          | 11th                      |     |
| 6-5.1        | 21st                      |     |
| 6-5.2        | 13th                      |     |
| 6-5.3        | 1st                       |     |
| 6-5.4        | Original                  | (N) |
| 6-5.5        | Original                  | (N) |
| 6-6          | 4th                       |     |
| 6-7          | 7th                       |     |
| 7            | 2nd                       |     |
| 8            | Original                  |     |

Advice Letter No. 120  
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CELLULAR RADIO TELECOMMUNICATIONS SERVICE (RETAIL)

(Continued)

AA-3. Fall Promotion

(N)

New Retail Customers and existing Retail Customers will receive free incoming calls until the dates set forth below in Paragraph C; this is applicable to both Peak and Off-Peak hours. This promotional offer is subject to the following conditions and limitations:

A. For purposes of this promotional offer, a new Retail Customer is defined as a subscriber to an Access Number that has not been active on the Company's system during the ninety (90) day period prior to September 15, 1994.

B. Eligibility

(1) A new Retail Customer, between September 15, 1994 and October 24, 1994, must activate service on one of the following rate plans:

Occasional Plan  
Standard Plan  
Value Plan (Analog and TDMA Dual-Mode)  
Advantage Plan (Analog and TDMA Dual-Mode)  
Premium Plan (Analog and TDMA Dual-Mode)  
Digital Flex Plan  
Corporate Management Plan  
Corporate Plan  
High Volume Discount Plan

(2) An existing Retail Customer, between September 15, 1994 and October 24, 1994, must transfer from an existing analog rate plan and activate service on one of the following digital rate plans:

Value Plan (TDMA Dual-Mode)  
Advantage Plan (TDMA Dual-Mode)  
Premium Plan (TDMA Dual-Mode)  
Digital Flex Plan  
Corporate Management Plan (Digital)

(N)

CELLULAR RADIO TELECOMMUNICATIONS SERVICE (RETAIL)

(Continued)

AA-3. Fall Promotion (Continued)

(N)

C. Offer

(1) Eligible new Retail Customers that activate service on one of the Company's rate plans, as set forth in Paragraph B(1), with the exception of the Occasional Plan, will receive free incoming calls until December 31, 1994. Eligible new Retail Customers that subscribe to the Occasional Plan will receive free incoming calls until November 30, 1994. This promotional offer will be given upon activation and will be reflected on the Customer's bills.

(2) Eligible existing Retail Customers that activate service on one of the Company's digital rate plans, as set forth in Paragraph B(2), will receive free incoming calls until December 31, 1994. This promotional offer will begin on the first day of the Customer's current billing cycle and will be reflected on Customer's bills.

D. The airtime associated with this promotional offer will be allocated before the Peak and Off-Peak minutes are attributed to the free minutes associated with a Customer's contract rate plan.

E. The Customer remains responsible for payments of any other applicable charges, including access, Usage, roamer and toll charges, incurred on the Customer's Access Number.

(N)

NAPA CELLULAR TELEPHONE COMPANY  
398 Tesconi Court  
Santa Rosa, CA 95401

Schedule Cal. P. U. C. No. 5-T  
67th Rev. Cal. P.U.C. Sheet No. 1  
Cancelling 66th Rev. Cal. P.U.C. Sheet No. 1

**CELLULAR RADIO TELECOMMUNICATIONS SERVICE (WHOLESALE)**

**LIST OF EFFECTIVE SHEETS**

| <u>Sheet</u> | <u>Number of Revision</u> |     |
|--------------|---------------------------|-----|
| Title        | Original                  |     |
| 1            | 67th                      | (T) |
| 2            | 28th                      |     |
| 3            | Original                  |     |
| 4            | 11th                      |     |
| 4-1          | 2nd                       |     |
| 4-2          | Original                  |     |
| 5            | 8th                       |     |
| 5-1          | 1st                       |     |
| 5-2          | 3rd                       |     |
| 5-2.1        | 1st                       |     |
| 5-2.2        | Original                  |     |
| 5-3          | 4th                       |     |
| 5-4          | 3rd                       |     |
| 5-4.1        | 3rd                       |     |
| 5-5          | 4th                       |     |
| 5-5.1        | 4th                       |     |
| 5-6          | 6th                       |     |
| 5-6.1        | 5th                       |     |
| 5-7          | 6th                       |     |
| 5-7.1        | 5th                       |     |
| 5-8          | 6th                       |     |
| 5-8.1        | 4th                       |     |
| 5-8.2        | 1st                       |     |
| 5-8.3        | 1st                       |     |
| 5-8.4        | Original                  |     |
| 6            | 8th                       |     |
| 6-1          | 9th                       |     |
| 6-2          | 8th                       |     |
| 6-2.1        | Original                  | (N) |
| 6-2.2        | Original                  | (N) |
| 6-3          | 17th                      |     |
| 6-4          | 15th                      |     |
| 6-5          | 4th                       |     |
| 6-6          | Original                  |     |
| 7            | 2nd                       |     |
| 8            | 3rd                       |     |
| 9            | 4th                       |     |

Advice Letter No. 120  
Decision No.  
U-3016-C

Issued by  
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President - CEO

Date Filed \_\_\_\_\_  
Effective \_\_\_\_\_  
Resolution No. \_\_\_\_\_

CELLULAR RADIO TELECOMMUNICATIONS SERVICE (WHOLESALE)

(Continued)

P-1. Fall 1994 Promotion

(N)

Wholesale Customers' new End Users and existing End Users will receive free incoming local calls until the dates set forth below in Paragraph C; this is applicable to both Peak and Off-Peak hours. This promotional offer is subject to the following conditions and limitations:

A. For purposes of this promotional offer, a Wholesale Customer's new End User is defined as a subscriber to an Access Number that has not been active on the Company's system during the ninety (90) day period prior to September 15, 1994.

B. Eligibility

(1) A Wholesale Customer's new End User must activate service on one of the following rate plans between September 15, 1994 and October 24, 1994:

Occasional Plan  
Standard Plan  
Value Plan (Analog and TDMA Dual-Mode)  
Advantage Plan (Analog and TDMA Dual-Mode)  
Premium Plan (Analog and TDMA Dual-Mode)  
Digital Flex Plan

(2) A Wholesale Customer's existing End User must transfer from an existing analog rate plan and activate service on one of the following digital rate plans between September 15, 1994 and October 24, 1994:

Value Plan (TDMA Dual-Mode)  
Advantage Plan (TDMA Dual-Mode)  
Premium Plan (TDMA Dual-Mode)  
Digital Flex Plan

C. Offer

(1) Eligible Wholesale Customers whose new End User activate service on one of the Company's rate plans, as set forth in Paragraph B(1), with the exception of the Occasional Plan, will receive free incoming local calls until December 31, 1994. Eligible Wholesale Customers whose new End Users activate service on the Occasional Plan will receive free incoming local calls until November 30, 1994. This promotional offer will be given upon activation and will be reflected on the Wholesale Customer's billing tapes.

(2) Eligible Wholesale Customers whose existing End Users activate service on one of the Company's digital rate plans, as set forth in Paragraph B(2), will receive free incoming local calls until December 31, 1994. This promotional offer will begin on the first day of the Wholesale Customer's End User's activation and will be reflected on the Wholesale Customer's billing tape.

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NAPA CELLULAR TELEPHONE COMPANY  
398 Tesconi Court  
Santa Rosa, CA 95401

Schedule Cal. P. U. C. No. 5-T  
Original Cal. P.U.C. Sheet No. 6-2.2

CELLULAR RADIO TELECOMMUNICATIONS SERVICE (WHOLESALE)

(Continued)

P-1. Fall 1994 Promotion (Continued)

(N)

D. The airtime associated with this promotional offer will be allocated before the Peak and Off-Peak airtime minutes are attributed to the free minutes associated with a Wholesale Customer's End User's contract rate plan.

E. The Wholesale Customer remains responsible for payment of any other applicable charges, including access, Usage, roamer, toll charges and taxes, incurred on the End User's Access Number.

(N)

Action Cellular Rent A Phone, Inc.  
Attn: General Manager  
1996 Union Street, Suite 200  
San Francisco, CA 94123

All-Carr Communications Co.  
P.O. Box 820279  
Dallas, TX 75382-0279

Philip Gaske  
Sacramento Cellular Telephone Company  
1750 Howe Avenue, Suite 102  
Sacramento, CA 95825

Alvin H. Pelavin  
Cooper, White & Cooper  
201 California St., 15th Floor  
San Francisco, CA 94111

Regulatory Analyst  
External Affairs Department  
McCaw Cellular Communications  
1750 Howe Avenue, Third Floor  
Sacramento, CA 95825

Attn: Michael Mowery, Esq.  
Modoc RSA Limited Partnership  
2999 Oak Road, MS 800  
Walnut Creek, CA 94596

Business Cellular Services  
Attn: Tony Toigo  
42329 Osgood Road, #A  
Fremont, CA 94539-5061

Cagal Comm. Napa Cellular Telephone Co.  
Attn: Rod Egdorf  
104 Commerce Court, Suite D  
Cordella, CA 94585

California Real Estate Cellular Service Corp.  
1451 Fruitdale Avenue  
San Jose, CA 95128-3234

California Cellular Communications  
Attn: Vida Mohr  
18220 S. Broadway  
Gardenia, CA 92048

California Cellular Services  
327 S. Baywood Avenue  
San Jose, CA 95128

Call America, Inc.  
Attn: Stephan Abraham  
2646 Dupont Drive, Suite 270  
Irvine, CA 92715-1689

Celluland Inc.  
5812 Miramar Road, #201  
San Diego, CA 92121

Celluland, Inc.  
8252 Clairemont Mesa Boulevard #B  
San Diego, CA 92111-1702



Cellular Service, Inc.  
Attn: David S. Nelson  
6100 San Fernando  
Glendale, CA 91201

Cellular One/Santa Cruz  
Attn: Lynne Giuffre  
3949 Research Park Ct. #100  
Soquel, CA 95073-2086

Cellular Billing Services, Inc.  
Attn: Regulatory Manager  
P.O. Box 277  
Agoura Hills, CA 91376-0277

Celluphone  
Attn: Mr. Mitchell Mohr  
6681 E. 26th Street  
Los Angeles, CA 90040

Comtech Mobile Telephone Company  
Attn: Steve Muir  
3938 Point Eden Way  
Hayward, CA 94545

Contel Cellular  
770 East Shaw Avenue, Suite 131  
Fresno, CA 93710  
Attn: Tina Terada

David Wilson, Esq.  
David Simpson, Esq.  
Young, Vogl, Harlick & Wilson  
425 California Street, Suite 2500  
San Francisco, CA 94104

Dhruv Khanna  
Morrison & Forester  
345 California Street, 29th Floor  
San Francisco, CA 94104

Digital Communications Network, Inc.  
Attn: Margrit A. Dorgelo  
3396 Willow Lane, Suite 200  
Westlake Village, CA 91361

Earl Nicholas Selby  
420 Florence Street, Suite 200  
Palo Alto, CA 94301

Fresno Cellular Tel. Co.  
Attn: General Manager  
5260 N. Palm Avenue, Suite 120  
Fresno, CA 93704

General Manager  
Cellular One-Ventura  
751 Daily Drive, Suite 116  
Camarillo, CA 93010

Gerard G. Adams, Esq.  
1122 East Green Street  
Pasadena, CA 91106

GTE Mobilnet Inc.  
Attn: State Regulatory Manager  
245 Perimeter Center Parkway  
Atlanta, GA 30346

GTE Mobilnet of California Limited Partnership  
Attn: Janet L. Olson  
4410 Rosewood Drive  
Pleasanton, CA 94588 9065

Jackson, Tufts, Cole & Black  
Attn: William Booth  
650 California Street  
San Francisco, CA 94108

James D. Squeri, Esq.  
Armour, Goodin, Schlotz and MacBride  
505 Sansome Street, Ninth Floor  
San Francisco, CA 94111

Mark Lawrence Pichichero, Esq.  
Personal Cellular Services, Inc.  
The Corporate Law Group  
1065 E. Hillsdale Blvd., Suite 108  
Foster City, CA 94404

Kevin Gavin  
Nextel  
3675 Mt. Diablo Boulevard, Suite 330  
Lafayette, CA 94549

LA Cellular Telephone Co.  
Attn: General Counsel  
P.O. Box 6028  
Cerritos, CA 90702-6028

Los Angeles, SMSA Ltd. Partnership  
Attn: Scott Johnson, Esq.  
3 Park Plaza  
P.O. Box 19707  
Irvine, CA 92713

Mall Telecommunications  
14505 Catalina Street  
San Leandro, CA 94577-5519

Matthew V. Brady  
Know, Lemmon, Brady, Anapolsky & Sheridan  
300 Capitol Mall, Suite 1170  
Sacramento, CA 95814

Regulatory Affairs Office  
Mission Telecommunications Corporation  
P.O. Box 7213  
Charlottesville, VA 22906

Mitchell, Silberberg & Knupp  
Attn: Alan Pepper  
11377 West Olympic Boulevard  
Los Angeles, CA 90064

Morley G. Mendelson, Esq.  
700 S. Flower Street, Suite 500  
Los Angeles, CA 90017

Motorola Cellular Services Inc.  
Attn: Cari Anderson, Tariff Administrator  
600 North U.S. Highway 45, Room A-S245  
Libertyville, IL 60048-1286

Mr. Harold Saving  
Nova Cellular  
2000 York Boulevard, Suite 128  
Oak Brook, IL 60521

Radio Electronic Products Corporation  
310 Lake Boulevard  
Redding, CA 96003

Redwood Cellular Communications, Inc.  
Attn: William Colclough  
1184 Yulpa Avenue  
Santa Rosa, CA 94558

Robert J. Gloistein  
Orrick, Herrington & Sutcliffe  
400 Sansome Street  
San Francisco, CA 94111

Ronald R. McClain  
Pacific Bell Legal Department  
2600 Camino Ramon, Room 2W904  
San Ramon, CA 94015

Sacramento-Valley Limited Partnership  
Attn: Michael Mowery, Esq  
2999 Oak Road, MS 800  
Walnut Creek, CA 94596

Salinas Cellular Telephone Company  
General Manager  
851 Del Monte Avenue  
Monterey, CA 93940

Santa Cruz Cellular  
Attn: General Manager  
1819 Montecito Way  
Burlingame, CA 94010

Office Administration  
Santa Barbara Cellular Systems, Inc.  
800 North Milpas Street  
Santa Barbara, CA 93103

Scott K. Morris, Esq.  
McCaw Cellular Communication Inc.  
5400 Carillon Point  
Kirkland, WA 98033

Stockton Cellular Telephone Co.  
1128 E. March Lane  
Stockton, CA 95210

The Phone Company  
Attn: Ron Rossberg  
1669 Bayshore Highway  
Burlingame, CA 94010

Twentieth Century Cellular, Inc.  
Attn: Este Balker  
610 Newport Center Drive, Suite 250  
Newport Beach, CA 92660-6426

US West Cellular of California, Inc.  
Attn: Jennifer S. Pomeroy  
3350 161st Avenue., S.E.  
Bellevue, WA 98008-1329

Katie Lindsay  
AT&T - Regulatory Affairs  
795 Folsom Street, #285  
San Francisco, CA 94107

Mr. Wayne Cooper, Esq.  
P.O. Box 7329  
San Francisco, CA 94120

Mr. Robert Kahn  
Nationwide Cellular Service, Inc.  
10549 Jefferson Boulevard  
Culver City, CA 90232

My Store, Inc.  
Attn: Fouad Masri  
1971 North Tustin  
Orange, CA 92665

Napa Cellular Telephone Co.  
Cagal Cellular Communications  
Attn: Leigh Ann Bingham  
398 Tesconi Court  
Santa Rosa, CA 95401

National Cellular Network  
Attn: Bill Vernon  
101 N. Westlake Boulevard  
Westlake Village, CA 91362-3753

Nationwide Cellular Services, inc.  
Attn: Jerome Sanders, VP  
20 E. Sunrise Highway  
Valley Stream, NY 11582

North American Cellular Telephone Co. Inc.  
Attn: John M. Dick, M.D.  
8209 La Sierra Avenue  
Whittier, CA 90605

Nova Cellular West, Inc.  
Attn: Kevin McAllister  
P.O. Box 987  
Encinitas, CA 92024-0910

AirTouch Cellular  
Attn: Scott Bell  
5355 Mira Sorrento Place, Suite 500.  
San Diego, CA 92121

AirTouch Communications  
Attn: Richard C. Nelson  
2999 Oak Road, MS1050  
Walnut Creek, CA 94596

AirTouch Communications  
Attn: Hal Crookes, Esq.  
3 Park Plaza  
P.O. Box 19707  
Irvine, CA 92713

Personal Cellular Services, Inc.  
Attn: Garry McLaughlin  
26291 Production Avenue Suite 3  
Hayward, CA 94545

Peter A. Casciato, Esq.  
A Professional Corporation  
8 California Street, Suite 701  
San Francisco, CA 94111

Marty Mattes, Esq.  
Graham & James  
One Maritime Plaza, Third Floor  
San Francisco, CA 94111

Nationwide Cellular  
Elaine Bleecker  
10549 Jefferson Blvd.  
Culver City, CA 90232

Dorsa Communications  
Charlotte Tunstall  
871 E. Hammelton  
Cambell, CA 95008



September 15, 1994

**VIA HAND DELIVERY**

Proposal and Advice Letter (PAL) Coordinator  
CACD Telecommunications Branch  
California Public Utilities Commission  
505 Van Ness Avenue, Room 3203  
San Francisco, CA 94102

Re: **Advice Letter No. 121 of Napa Cellular  
Telephone Company; CIS ID No. U-3016-C**

Dear PAL Coordinator:

Napa Cellular Telephone Company ("Napa Cellular") hereby transmits for filing the original and five copies of the following advice letter proposing changes to its tariff applicable to cellular radiotelecommunications service in the Napa-Fairfield-Vallejo Cellular Geographic Service Area.

| <u>Schedule<br/>No.</u> | <u>New Cal. P.U.C.<br/>Sheet No.</u> | <u>Cancelling P.U.C.<br/>Sheet No.</u> |
|-------------------------|--------------------------------------|--|
| 4-T                     | 82nd Rev. Sheet No. 1                | 81st Rev. Sheet No. 1                  |
| 4-T                     | 5th Rev. Sheet No. 1-1               | 4th Rev. Sheet No. 1-1                 |
| 4-T                     | 22nd Rev. Sheet No. 6-5.1            | 21st Rev. Sheet No. 6-5.1              |
| 4-T                     | 14th Rev. Sheet No. 6-5.2            | 13th Rev. Sheet No. 6-5.2              |
| 5-T                     | 68th Rev. Sheet No. 1                | 67th Rev. Sheet No. 1                  |
| 5-T                     | 18th Rev. Sheet No. 6-3              | 17th Rev. Sheet No. 6-3                |

The purpose of this filing is to introduce the Joint Account Program in Napa Cellular's retail and wholesale tariffs.

This advice letter filing is made pursuant to CPUC Decision No. 94-04-043, effective April 6, 1994, modifying Decision No. 90-06-025. Napa Cellular requests that this tariff filing

PAL Coordinator  
CACD Telecommunications Branch  
September 15, 1994  
Page 2

be classified as a "temporary tariff" and be made effective on the date filed.

This filing will not increase any rate or charge, cause the withdrawal of any service, or conflict with other schedules. Pursuant to General Order No. 96-A, copies of this advice letter and related tariff sheets are being mailed to all competing and adjacent utilities, and to other interested parties having requested such notification.

Anyone may protest this advice letter to the California Public Utilities Commission. The protest must set forth the specific grounds on which it is based, including such items as financial and service impact. A protest must be made in writing and received within 20 days of the date this advice letter was filed with the Commission. The address for mailing or delivering a protest to the Commission is:

PAL Coordinator  
CACD Telecommunications Branch  
California Public Utilities Commission  
505 Van Ness Avenue, Room 3203  
San Francisco, CA 94102

Copies of the protest must be mailed to Napa Cellular on the same date it is mailed or delivered to the Commission, at the following address:

Adam A. Andersen, Esq.  
On behalf of Napa Cellular Telephone Company  
651 Gateway Boulevard, Suite 1500  
South San Francisco, CA 94080

If there are any questions regarding this filing, please contact the undersigned counsel.

After filing these sheets, kindly provide us with a file-stamped copy of the advice letter in the stamped, self-addressed envelope provided. When these tariff sheets become effective, please provide us with a copy of the tariff sheets stamped with the effective date in the

PAL Coordinator  
CACD Telecommunications Branch  
September 15, 1994  
Page 3

second stamped, self-addressed envelope. Thank you for your assistance in this matter.

Very truly yours,

A handwritten signature in black ink, appearing to read "Adam Andersen", with a stylized flourish at the end.

Adam A. Andersen, Esq.  
On behalf of Napa Cellular Telephone  
Company

**Attachments**

cc: Attached Service List



NAPA CELLULAR TELEPHONE COMPANY  
398 Tesconi Court  
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Schedule Cal. P. U. C. No. 4-T  
82nd Rev. Cal. P. U. C. Sheet No. 1  
Cancelling 81st Rev. Cal. P. U. C. Sheet No. 1

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| 6-2.12       | 1st                       |     |
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Sue Swenson  
President - CEO

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Santa Rosa, CA 95401

Schedule Cal. P.U.C. No. 4-T  
5th Rev. Cal. P.U.C. Sheet No. 1-1  
Cancelling 4th Rev. Cal. P.U.C. Sheet No. 1-1

CELLULAR RADIO TELECOMMUNICATIONS SERVICE (RETAIL)  
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Sue Swenson  
President - CEO

Date Filed \_\_\_\_\_  
Effective \_\_\_\_\_  
Resolution No. \_\_\_\_\_

CELLULAR RADIO TELECOMMUNICATIONS SERVICE (RETAIL)  
(Continued)

**X. Customer Referral Reward Program (Continued)**

**2. Eligibility (Continued)**

(iii) the referred Customer activates service within thirty (30) days of the referral date; and

(iv) the referred customer subscribes to one of the following rate plans: Basic Rate Plan, Executive Plan, Personal Communications Plan, Security Plan, Occasional Plan, Standard Plan, Value Plan, Advantage Plan, or Premium Plan.

3. An existing Customer may receive a one-time only \$25.00 airtime credit for up to four (4) referrals per month or \$100.00 airtime credit per month. The credit will appear on the first available billing cycle of the existing Customer's bill.

**Y. Promotional Offer**

**1. Eligibility**

Any person who is a former customer of a cellular provider is eligible for this promotional offer. In order to be eligible, a retail Customer must show Company's representative a billing statement issued by any cellular provider, including Company, for past cellular service to customer, and must activate an Access Number on any of the Company's retail rate plans between August 19, 1994 and December 31, 1994.

**2. Offer**

Any Customer eligible for this promotional offer will receive a waiver of the applicable service establishment charge for the Customer's rate plan. This offer may not be used in conjunction with any other promotional offer of the Company.

**Z. Joint Account Program**

Retail Customers will receive credit toward their monthly Access Charge incurred, subject to the following:

**1. Eligibility**

This offer applies only to a Customer (hereinafter referred to as the "Primary Customer") that subscribes to the Company's Value Plan (TDMA Dual-Mode), Advantage Plan (TDMA Dual-Mode), Premium Plan (TDMA Dual-Mode) or the Digital Flex Plan. The Primary Customer must take service from the Company as an individual subscriber; the Primary Customer cannot receive service as a corporation, partnership or similar non-individual entity.

(N)  
\_\_\_\_\_  
(N)

CELLULAR RADIO TELECOMMUNICATIONS SERVICE (RETAIL)

(Continued)

Z. Joint Account Program (Continued)

(N)

2. Terms and Conditions

The Primary Customer may activate a second cellular telephone (hereinafter referred to as the "Secondary Unit") on the Company's Security, Occasional, Standard, Value, Advantage, Premium Rate Plans or the Digital Flex Plan. The Secondary Unit must take service pursuant to the terms and conditions of the selected rate plan for a period of twelve (12) consecutive months commencing when the Secondary Unit is activated. The Secondary Unit will be activated on the Primary Customer's account and the Primary Customer will receive a single bill for both cellular telephones on the joint account. The Primary Customer will be wholly responsible for the joint account in accordance with Rule No. 13. No more than two (2) cellular telephones can be activated on a single joint account.

3. Credit

Eligible Customers that participate in this Joint Account Program by activating a second cellular telephone will receive a credit of \$10.00 per month provided that the eligibility requirements are fulfilled. That credit will be reflected on the joint account as a credit toward the Access and Usage Charge. In the event the Primary Customer terminates service, the Secondary Customer may remain on the account; provided, however, that the end user of the Secondary Unit will be subject to the provision of Rule No. 9 and the Joint Account Program will no longer receive a credit of \$10.00 per month. The Joint Account Program will be available from the effective date of this advice letter until March 31, 1995.

(N)

AA. Activation Charge Waiver Promotion

The Company will waive the activation charge for any new Retail Customer who activates an Access Number on Company's system on any of the following rate plans during the period of June 24, 1994 through August 8, 1994:

Security Plan  
Occasional Plan  
Standard Plan  
Value Plan  
Advantage Plan  
Premium Plan  
Government Agency Plan  
Enable-Link  
Seasonal Plan  
Agricultural Plan  
Corporate Plan

For purposes of this promotion off, a new Retail Customer is defined as a subscriber to an Access Number that has not been active on Company's system during the ninety (90) day period to June 24, 1994.

NAPA CELLULAR TELEPHONE COMPANY  
398 Tesconi Court  
Santa Rosa, CA 95401

Schedule Cal. P. U. C. No. 5-T  
68th Rev. Cal. P.U.C. Sheet No. 1  
Cancelling 67th Rev. Cal. P.U.C. Sheet No. 1

**CELLULAR RADIO TELECOMMUNICATIONS SERVICE (WHOLESALE)**

**LIST OF EFFECTIVE SHEETS**

| <u>Sheet</u> | <u>Number of Revision</u> |     |
|--------------|---------------------------|-----|
| Title        | Original                  |     |
| 1            | 68th                      | (T) |
| 2            | 28th                      |     |
| 3            | Original                  |     |
| 4            | 11th                      |     |
| 4-1          | 2nd                       |     |
| 4-2          | Original                  |     |
| 5            | 8th                       |     |
| 5-1          | 1st                       |     |
| 5-2          | 3rd                       |     |
| 5-2.1        | 1st                       |     |
| 5-2.2        | Original                  |     |
| 5-3          | 4th                       |     |
| 5-4          | 3rd                       |     |
| 5-4.1        | 3rd                       |     |
| 5-5          | 4th                       |     |
| 5-5.1        | 4th                       |     |
| 5-6          | 6th                       |     |
| 5-6.1        | 5th                       |     |
| 5-7          | 6th                       |     |
| 5-7.1        | 5th                       |     |
| 5-8          | 6th                       |     |
| 5-8.1        | 4th                       |     |
| 5-8.2        | 1st                       |     |
| 5-8.3        | 1st                       |     |
| 5-8.4        | Original                  |     |
| 6            | 8th                       |     |
| 6-1          | 9th                       |     |
| 6-2          | 8th                       |     |
| 6-2.1        | Original                  |     |
| 6-2.2        | Original                  |     |
| 6-3          | 18th                      | (T) |
| 6-4          | 15th                      |     |
| 6-5          | 4th                       |     |
| 6-6          | Original                  |     |
| 7            | 2nd                       |     |
| 8            | 3rd                       |     |
| 9            | 4th                       |     |

Advice Letter No. 121  
Decision No.  
U-3016-C

Issued by  
Sue Swenson  
President - CEO

Date Filed \_\_\_\_\_  
Effective \_\_\_\_\_  
Resolution No. \_\_\_\_\_

CELLULAR RADIO TELECOMMUNICATIONS SERVICE (WHOLESALE)

(Continued)

Q. Promotional Offer

1. Eligibility

Any person who is a former end user of a cellular provider is eligible for this promotional offer. In order to be eligible, the wholesale Customer must certify to the Company that the end user has shown the wholesale Customer's representative a billing statement issued by any cellular provider, including Company, for past cellular service to the end user, and the wholesale Customer must activate for such end user an Access Number on any of the Company's wholesale rate plans between August 19, 1994 and December 31, 1994.

2. Offer

Any wholesale Customer whose end user is eligible for this promotional offer will receive a waiver of the applicable service establishment charge for the end user's rate plan. This offer may not be used in conjunction with any other promotional offer of the Company.

R. Joint Account Program

(N)

Wholesale Customers will receive credit toward the monthly Access Charges incurred by its End Users, subject to the following:

A. Eligibility

This offer applies only to a Wholesale Customer that has an End User (hereinafter referred to as the "Primary End User") that subscribes to the Company's Value Plan (TDMA Dual-Mode), Advantage Plan (TDMA Dual-Mode) and Premium Plan (TDMA Dual-Mode) or the Digital Flex Plan. The Wholesale Customer's Primary End User must take service from the Wholesale Customer as an individual subscriber; the Primary End User cannot receive service as a corporation, partnership or similar non-individual entity.

B. Terms and Conditions

Wholesale Customer may activate a second cellular telephone (hereinafter referred to as the "Secondary Unit") for the Primary End User on the Company's Security, Occasional, Standard, Value, Advantage, Premium Rate Plans (either Analog or TDMA Dual-Mode) or the Digital Flex Plan. The Secondary Unit must be activated on the same account as the Primary End User and the Primary End User must receive a single bill for both cellular telephones on the joint account. The Wholesale Customer must take service for the Secondary Unit pursuant to the terms and conditions of the selected rate plan for a period of twelve (12) consecutive months commencing when the Secondary Unit is activated. No more than two (2) cellular telephones can be activated on a single joint account.

C. Credit

Wholesale Customers that participate in this Joint Account Promotion by activating a second cellular telephone will receive a credit of \$8.00 per month provide that the eligibility requirements are fulfilled. In the event that the Primary End User terminates service, the End User of the Secondary Unit may remain on the account; provided, however, that the Wholesale Customer will no longer receive the credit specified above. The Joint Account Program will be available from the effective date of this advice letter until March 31, 1995.

(N)

Action Cellular Rent A Phone, Inc.  
Attn: General Manager  
1996 Union Street, Suite 200  
San Francisco, CA 94123

All-Carr Communications Co.  
P.O. Box 820279  
Dallas, TX 75382-0279

Philip Gaske  
Sacramento Cellular Telephone Company  
1750 Howe Avenue, Suite 102  
Sacramento, CA 95825

Alvin H. Pelavin  
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201 California St., 15th Floor  
San Francisco, Ca 94111

Regulatory Analyst  
External Affairs Department  
McCaw Cellular Communications  
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Sacramento, CA 95825

Attn: Michael Mowery, Esq.  
Modoc RSA Limited Partnership  
2999 Oak Road, MS 800  
Walnut Creek, CA 94596

Business Cellular Services  
Attn: Tony Toigo  
42329 Osgood Road, #A  
Fremont, CA 94539-5061

Cagal Comm. Napa Cellular Telephone Co.  
Attn: Rod Egdorf  
104 Commerce Court, Suite D  
Cordella, CA 94585

California Real Estate Cellular Service Corp.  
1451 Fruitdale Avenue  
San Jose, CA 95128-3234

California Cellular Communications  
Attn: Vida Mohr  
18220 S. Broadway  
Gardenia, CA 92048

California Cellular Services  
327 S. Baywood Avenue  
San Jose, CA 95128

Call America, Inc.  
Attn: Stephan Abraham  
2646 Dupont Drive, Suite 270  
Irvine, CA 92715-1689

Celluland Inc.  
5812 Miramar Road, #201  
San Diego, CA 92121

Celluland, Inc.  
8252 Clairemont Mesa Boulevard #B  
San Diego, CA 92111-1702

Cellular Service, Inc.  
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6100 San Fernando  
Glendale, CA 91201

Cellular One/Santa Cruz  
Attn: Lynne Giuffre  
3949 Research Park Ct. #100  
Soquel, CA 95073-2086

Cellular Billing Services, Inc.  
Attn: Regulatory Manager  
P.O. Box 277  
Agoura Hills, CA 91376-0277

Celluphone  
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Comtech Mobile Telephone Company  
Attn: Steve Muir  
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General Manager  
Cellular One-Ventura  
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GTE Mobilnet of California Limited Partnership  
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Irvine, CA 92713

Mall Telecommunications  
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San Leandro, CA 94577-5519

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Sacramento, CA 95814

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Charlottesville, VA 22906

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11377 West Olympic Boulevard  
Los Angeles, CA 90064

Morley G. Mendelson, Esq.  
700 S. Flower Street, Suite 500  
Los Angeles, CA 90017

Motorola Cellular Services Inc.  
Attn: Cari Anderson, Tariff Administrator  
600 North U.S. Highway 45, Room A-S245  
Libertyville, IL 60048-1286

Mr. Harold Saving  
Nova Cellular  
2000 York Boulevard, Suite 128  
Oak Brook, IL 60521